

EAGA Business Builder

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Today's guest speaker was Chris Japp—Tramway Ventures

Tramway Ventures is a venture capital firm. They provide money, in the form of an investment, for startup companies that need cash to get going. Tramway establishes a fund via a partnership sort of arrangement where those contributing to the fund hope to make a profit from the Tramway investments. It usually takes 5 to 10 years for those startup companies to successfully 'exit the program' and provide the Tramway fund with, hopefully, a nice profit. The venture capital firm is currently forming its third fund. Their first fund (\$6 million) had a notable investment in Armonica Technologies (a company from the UNM Rainforest Innovations program that is working on advanced nanochip systems for reading DNA). The second fund (\$9 million) successfully invested in Vitalazi.ai (AI powered diagnostic imaging) and Circular Genomics (personalized diagnostics for neurological disorders). This third fund will have \$40 million to invest in healthcare innovation companies from the southwestern part of the US. Tramway segregates 'healthcare innovation' into three parts: Med tech (medical equipment and devices); Bio tech (drug related); and Health tech (software related). Mr. Japp noted that they are not considering 'pharma' type drug programs. Those are too long term and are too risky. Tramway decided to concentrate on healthcare related companies because of the great potential for the future of that industry. There are currently over 3 trillion people on health care in the US, and with the aging population, many more will require some form of extra healthcare in the future. There will be a need for better detection of health-related issues; better home care options; and better health management processes. That means there will be opportunities for companies that provide robotics, precision meds, Artificial Intelligence for the medical field, and new devices and techniques. Recent projections are that the next 10 years will have more advancements in the medical field than there have been in the past 100 years. And the medical industry is recession resilient. Tramway projects that the investments will have a positive regional affect and a positive social impact as well. They plan to invest in 12 to 15 companies that will each receive between \$1 million and \$3 million. The state has committed \$20 million to the fund (with the stipulation that at least 90% of the money is used to invest in New Mexico companies), but there is still an availability for someone interested in participating in the new fund. The 'buy in' is \$100,000 minimum (individuals or a group). Tramway is hoping for a 3 to 5 times rate of return at some point in the future as the startup companies exit the program. There are pertinent fund fees and investment conditions that must be met, so anyone interested should thoroughly read and understand the prospectus before committing. Information regarding Tramway Ventures' strategy, portfolio and contact information is available on their website <https://tramwayventures.com>

- ◆ This year's EAGA 2023 Annual Holiday Party will be at 6:00pm on December 9th at Hotel Albuquerque. Please reserve the date so that you can attend this always great event. Signup sheets will be available at our November breakfast meetings and additional details will be provided at our upcoming meetings as well.

Badge Board Greeters

Oct 17 th	Frank McCallister—Color New Mexico
Oct 24 th	
Oct 31 st	Kevin Lorenzen—Aflac
Nov 07 th	Michael Kocurek—Atmosphere Commercial Interiors
Nov 14 th	Jack Bonsignore—Jump 4 Fun
Nov 21 st	No Meeting—Thanksgiving Holiday
Nov 28 th	

Upcoming Speakers

Oct 24 th	Gary Sanchez—Why Institute
Oct 31 st	Tim Baca—Hydro Bar by Kangen
Nov 07 th	Dr. Tom Pascuzzi—GoPrivateMD
Nov 14 th	John Mead—John Thomas Jewelers
Nov 21 st	No Meeting—Thanksgiving Holiday
Nov 28 th	Lawrence Herrera—Performance Ranch

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